

Need A Speaker For an Upcoming Meeting or Event? Michael Ivankovich Presentations & Seminars

Michael Ivankovich is a Public Speaker, Home Downsizing Consultant, Author, Auctioneer, Appraiser, Antiques Dealer, Show Promoter, Fund Raising Auctioneer, Columnist...and much more. And Michael may be available to speak to your group, organization, or event. For further details, visit one of his Web Sites, or call his offices at (215)-345-6094 to discuss his speaking schedule and your organization's needs.

- <http://www.michaelivankovich.com/>
- <http://www.homedownsizingconsultants.com/>
- <http://www.homedownsizing4easysteps.com/>
- <http://www.homedownsizingworkshops.com/>
- www.lvankovichAppraisals.com (website coming soon)
- <http://www.fundraisingauctionservices.com/>

About Michael Ivankovich

Michael has been involved in some phase of the Antiques & Collectibles business for more than 35 years. He is a frequent lecturer and spoken before groups too numerous to list. He has authored more than 20 books and eBooks in his areas of specialty, has written articles and columns for most major national trade papers, has appeared on various radio and television programs, is frequently consulted by antique columnists from throughout the country, and serves as a contributing advisor within his specialty areas to most major Antiques & Collectibles Price Guides including *Schroeder's*, *Warman's*, *Antique Trader*, *Kovel's* etc.



Michael Ivankovich is a Home Downsizing Consultant based in Doylestown PA. His primary role is to guide clients through the entire Home Downsizing process, helping them understand the value of their personal property assets, helping them determine whether they have any valuable hidden treasures, and helping them dispose of their excess personal property assets for the greatest amount of cash, with the least amount of work, in the shortest amount of time. His latest book, *Home Downsizing in Four Easy Steps*, was just released on January 1, 2009.

He is a *GPPA (Graduate Personal Property Appraiser)*, *MPPA (Master Personal Property Appraiser)*, and an *Appraisal Institute USPAP-certified Appraiser*. If you or a client have the need for a written Appraisal for Estate, Insurance, Inheritance, Divorce, Insurance Claim, Charitable Donation, or other legal purpose, Michael can help you in this area as well.

And Mr. Ivankovich is also a licensed Auctioneer in Pennsylvania, and has conducted Auctions in 9 other states. He is a member of the *Pennsylvania Auctioneers Association* and was named Pennsylvania's *Auctioneer of the Year* in 2004. He has also served as the President and Secretary/Treasurer of the *Lehigh Valley Society of Auctioneers*, and has served as President of the *Bucks County Antiques Dealers Association* as well.

Upcoming Michael Ivankovich Presentations

- 6/11/2009 - Home Downsizing Presentation: Senior Resource Network, Doylestown, PA
- 6/17/2009 - Home Downsizing Presentation: Doylestown Rotary, Doylestown, PA
- 7/15/2009 - Home Downsizing Presentation: Manor at Yorktown, Jamison, PA
- 8/26/2009 – Home Downsizing Presentation: Emmaus Kiwanis Club, Emmaus, PA
- 9/14/2009 - Home Downsizing Workshop: Penn Ridge Adult Evening School, Perkasio, PA
- 9/21/2009 - Home Downsizing Workshop: Central Bucks Adult Evening School, Doylestown, PA
- 10/5/2009 - Home Downsizing Workshop: Upper Bucks Vo Tech School, Perkasio, PA
- 11/14/2009 - Changing Antiques Market: Weidner University, Lifelong Learning Center, Chester, PA
- 4/28/2010 - Changing Antiques Market: Questers Bess Barden Society

Previous 2009 Michael Ivankovich Presentations

- 5/27/2009: Warminster Adult Evening School (Home Downsizing Seminar)
- 5/16/2009: Wallace Nutting Collectors Club, Glastonbury, CT (Changing State of the Antiques & Collectibles Market)
- 5/7/2009: Horsham Rotary Club (Home Downsizing)
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- 4/30/2009: Quakertown Sertoma Club (Home Downsizing)
- 4/21/2009: Indian Valley Chamber of Commerce Women's in Business TEAMS Luncheon (Home Downsizing)
- 4/15/2009: Indian Valley Business Networking Group (Home Downsizing)
- 4/11/2009: K.D. Smith Auctions (Home Downsizing Seminar)
- 4/8/2009: Bucks County Bar Association Orphan's Court (Home Downsizing)
- 4/7/2009: Quakertown Rotary (Home Downsizing)
- 3/31/2009: Delaware Valley College Adult Learning Center (Home Downsizing)
- 3/10/2009: Long & Foster Realtors (Doylestown) Lunch & Learn Meeting (Home Downsizing)
- 3/2/2009: Penn Ridge Adult Evening School (Home Downsizing Seminar)
- 1/13/2009: Perkasio Owls Club (Changing Auctioneer)
- 1/6/2009: Weidel Realtors (Doylestown) Sales Meeting (Home Downsizing)

Newspaper, Trade Paper, Radio & Television

- Spring 2009 Issue: PAA Keystone Auctioneer (Understanding Value Column)
- 3/18/2009: Seniors Trend (Home Downsizing Column)
- 3/16/2009: WNPV Radio (Randy Brock, Home Downsizing Interview)
- 3/13/2009: Antiques & Auction News (Understanding Value Column, Part I)
- 3/6/2009: Antiques & Auction News (Understanding Value Column, Part II)
- March 2009: New York-Penn Collector (Understanding Value Column, Part II)
- February 2009: New York-Penn Collector (Understanding Value Column, Part I)
- 1/29/2009: WFIL Radio (Mark Daniel, Home Downsizing Interview)

- 1/25/2009: Harry Rinker's "Whatcha Got" Radio Show (Home Downsizing Interview)
- 1/22/2009: Bucks County Herald (Home Downsizing Column)
- January 2009: Unravel the Gavel (Understanding Value Column)

Exhibiting at these Trade Shows

- 9/10/2009 - Ann's Choice Expo, Warminster, PA
- 9/18/2009 - State Rep. Marquerite Quinn's Senior Expo, Doylestown, PA
- 10/22/2009 - Peter Becker Senior Expo and Health Fair, Harleysville, PA

Presentations by Michael Ivankovich

- *Home Downsizing in Four Easy Steps*
- *The 21st Century Auctioneer: How You Can Benefit From Today's Changing Auction Business*
- *Making Sense of Today's Changing Antiques & Collectibles Market*
- *Simplifying Your Move: Dealing with the Personal Property*
- *What's It Really Worth? Understanding Personal Property Values in Today's Market*
- *Selling on Internet Auctions*
- *Early 20th c. Prints, Pastels & Hand-Colored Photography*
- *Wallace Nutting Pictures, Books & Furniture*

Michael Ivankovich Presentation Outlines

Home Downsizing in Four Easy Steps: You've spent a lifetime accumulating assets... Antiques, Collectibles, General Household Items, and other Personal Property. Now you are ready to downsize your home. What do you do with the items that you are unable to take with you or no longer need? You have more alternatives than you realize. In this presentation Michael Ivankovich will walk you through a maze of 10 options available to you when it comes time to dispose of your personal property. He'll show you how to determine whether you have any hidden treasures ... and how you can get top dollar for them. Each individual's needs are different and in this one-hour presentation Michael will review all of these options ...and more ... in order to show you how you can sell off your excess and un-needed personal property and household items for the greatest amount of cash, with the least amount of work, in the shortest amount of time ... in today's rapidly changing market.

The 21st Century Auctioneer: How You Can Benefit From Today's Changing Auction Business: The world is changing all around us and the Auction business is no exception. Computers, the Internet, eBay & other On-Line Auctions, Digital Cameras, Blackberries, PayPal, E-Commerce, Google & other Search Engines, WiFi Internet Connections, and Auction Sniping have all changed the way that Auctions do business. Today local Mom & Pop Auction Companies have the ability to compete with the Major International Auction Houses...if they

have the technical savvy. In this session Michael Ivankovich will take you from the earliest beginnings of the Auction Industry to the state-of-the-art 21st century Auction technology. Never been to an Auction? That will Change after this presentation when Michael Ivankovich conducts a live Auction for your group. He'll bring some actual tangible items that he will "Sell" to you via the *Auction Method of Selling*. But you can leave your purse or wallet at home because Michael will also give you some "Michael Money" which you can spend at this Auction. Auctions are meant to be fun and in this one-hour session Michael Ivankovich will show you how much fun Auctions can be.

Making Sense of Today's Changing Antiques & Collectibles Market: It is no trade secret that the Antiques & Collectibles Markets have seen a decided downturn over the past several years. Certain categories are selling better than ever....some categories continue to flounder ...and other categories are simply dead. Several of the factors causing this change are quite obvious. Most are not so apparent. In this one-hour session Michael will review the top 10 factors impacting today's Antiques & Collectibles markets. You can't adapt to a changing market if you don't understand what is going on around you and this session will help you to better understand ... and adjust. .. to today's changing Antiques & Collectibles market.

Simplify Your Move: Dealing with the Personal Property: Whenever anyone is planning to move or downsize their home, there is usually some excess personal property that needs to be disposed of. The higher end merchandise is always easy to dispose of, but what do you do with the middle and lower market items that still have some value? In this session Michael will walk you through a "buffet" of 10 selling or disposition options that are available to anyone who is moving. This session will also include numerous Packing Tips, Moving Tips, and Tips on Dealing with the Cleanout Specialist.

What's It Really Worth: Understanding Personal Property Values in Today's Market: What's are your personal property assets worth in today's market? Well, the answer to that question depends upon whether you are seeking the greatest amount of money, doing the least amount of work, or disposing of it in the shortest amount of time. In this session Michael will walk you through 20 different types of "Value", and will help you understand what your household items, antiques, collectibles, and even your junk may be worth in today's rapidly changing market.

Selling on Internet Auctions: The Internet has been compared to a runaway speeding train ... either get on it...or get out of the way ... because nothing is going to stop it. The growth of the Internet over the past 10 years has been amazing...and the growth of Internet Auctions has been nothing short of phenomenal. Most have heard of eBay, but there are many other Internet Auction platforms available to on-line sellers as well. In this one-hour session Michael takes an in-depth look at Internet Auctions to see why they have become so popular. He will discuss the advantages & disadvantages of selling on the Internet, what it takes to sell on-line, how the fee structures work, Internet selling strategies, how Internet Auctions compare to other more traditional selling platforms, and much more.

Early 20th c. Prints, Pastels, & Hand-Colored Photography: At the turn of the 20th century middle class America had a growing choice of art forms available to them. Those who didn't appreciate or couldn't afford original art often decorated the walls of their homes with Pastel (Chalk) Art, Hand-Colored Photography, or other Works of Art on Paper (Etchings, Engravings, Lithographs, Chromolithographs, Offset Lithographic Prints etc.). There were literally thousands of artists selling their art at this time and in this one-hour session Michael will introduce you to the most popular artists of the era including: Pastels Artists (William Henry Chandler, Andrew Gunderson, Albert Glatthaar), Popular Early 20th c. Print Artists (Maxfield Parrish, Bessie Pease

Gutmann, R Atkinson Fox, Philip Boileau, Harrison Fisher, more) and Hand-Colored Photographers (Wallace Nutting, David Davidson, Charles Sawyer, Fred Thompson) and much more.

Wallace Nutting Pictures, Books & Furniture: Most people have heard about Wallace Nutting's hand-colored photographs, some are aware that Nutting authored more than 20 books, and a few are even aware that Wallace Nutting produced much of the finest bench-made reproduction furniture of the early 20th century. In this one-hour hands-on session Michael will introduce you to "*Wallace Nutting*". He will discuss the primary determinants of value, he will help you to understand the difference between good-better-best, he will teach you how to evaluate condition, and he will bring in a broad sampling of Nutting's pictures, books, and even some furniture for you to study.

How to Schedule a Michael Ivankovich Presentation

Michael Ivankovich may be available to speak to your group. For further details, visit his Web Site (www.michaelivankovich.com) or call his offices at (215)-345-6094 to discuss his speaking schedule and your organization's needs.

KEY WORDS: Michael Ivankovich, public speaking, presentations, seminars, personal property, downsizing, home downsizing, home downsizing consultant, home downsizing in four easy steps, auctions, auctioneers, antiques & collectibles, upcoming presentations, Michael Ivankovich presentations, packing tips, moving tips, cleanout tips, wallace Nutting,